

SALES EXPERT TO TOUR NATION FOR AUTO ASSOCIATION

ST. LOUIS, Nov. 12.—The National Automobile Dealers' association has announced that during the continuance of the present condition of the retail automobile sales market, it has arranged for a "sales and service" tour by P. E. Chamberlain, for many years general manager of the R. R. Cadillac Co., Denver. Chamberlain will make a series of talks under the auspices of the N. A. D. A. on "Selling Service Intelligently," and on the relation of service to sales, before trade bodies and special distributor gatherings and also will address civic bodies on the relation of the automobile industry to community progress.

Chamberlain has gained national prominence in the last three years through his development of sales and service. His published articles in leading trade journals and his addresses before trade organizations and civic clubs have done much toward clarifying the relation of the automobile and automotive dealer with the public. He was one of the first directors of the National Automobile Dealers' association and instrumental in its organization during the war period.

In recent months Chamberlain has been in constant demand at meetings of the automotive trade associations. His address "Selling Service Intelligently" has attracted widespread attention. The success of this talk before the automotive trade associations of Ohio and Kansas emphasized the need of the national association of obtaining his services for similar work before the other state trade associations.

"The subjects of Chamberlain's addresses are not theory," General Manager Mook states. "Chamberlain has proved in his own business the actual value of every idea he offers. He has practiced everything he preaches. The message he brings to the trade is so simple and obviously true, and is told so plainly and understandingly that it carries convictions. Those who have heard it find it a message of real personal benefit, and not a lot of high sounding generalities."

"His gift of analysis combined with the ability to present a cause and effect in a human, interesting way makes Chamberlain's message one not soon to be forgotten and one which no dealer should lose the opportunity of hearing."

Chamberlain's acquisition further strengthens the roster of speakers being sent to the trade by the National Automobile Dealers' association. Other prominent speakers for whom dates are being made are N. A. D. A. are Edward S. Jordan, of the Jordan Motor Car Co., of Cleveland, and A. R. Kroh, director of the "Motorization of the Farm" campaign. Arrangements for meetings for these speakers will be made upon request to the N. A. D. A. headquarters at St. Louis.

FAMOUS BANK OWNS OFFICIAL TOURING CAR

While many other institutions, both financial and industrial, have seen the need for a private system of passenger transportation, the Crocker National bank, of San Francisco, was, perhaps, the first big bank in the country to demonstrate the value of such a system. Over four years ago the Crocker National bank, which is probably the best-known financial institution west of Chicago, invested in a high-grade car for business purposes. That they have continued to operate it year after year is ample evidence that it has paid dividends on the initial investment.

The old adage, "Time is Money," is the keynote of American business. The American business man hates to waste a minute. This and the fact that many a big deal depends upon the punctuality of the parties interested bring out the necessity for some form of transportation available at all times, in addition to that furnished by our public service corporations and railroads. Furthermore the value per minute of the bank officials' time is another thing to be considered. Every second spent in waiting for the train or the taxicab costs money.

A dependable automobile will save an almost unbelievable amount of time in the course of the year. In addition to its duties at the bank it is interesting to know that this car has probably carried more distinguished men than any car in the world. San Francisco is always included in the itinerary of every man in public life who makes an American tour of any duration. The position of the Crocker National bank, and its president, Mr. William H. Crocker, has made the latter a prominent figure on the reception committees that have welcomed distinguished guests. The bank's car has frequently served to carry them about the city or during an inspection of the surrounding country.

During the war nearly every special mission that visited San Francisco enjoyed the hospitality of Mr. Crocker's car, the Belgian and imperial Japanese missions being among the latest. It is said that Clark Hunt, the bank's chauffeur, has driven more distinguished men than any other motor driver. —Locomotive.

KRYPTON GLASSES
THE INVISIBLE BUFOALS

NEGLECT OF THE EYES
LEADS TO COMPLICATIONS
HAVE THEM EXAMINED
TODAY

E. C. JEWELL
OPTOMETRIST

516-517 Exchange Bldg., Memphis
Phone M. 3411.

Nature's Remedy
NR TABLETS—NR

NR Tonight—Get a
Tomorrow Feel Right 25 Box

DRUGS TREATMENT. It gives quick relief. Swelling and short breath soon gone. All distressing symptoms rapidly disappear. Liver and kidneys act better. General improvement is realized. I send by mail a trial treatment absolutely FREE! Try it. Never heard of anything like it.

Write to DR. THOMAS E. GREEN,
Bank Bldg., Box 25, Chatsworth, Ga.



Manufacturers Outlet Sale



The Landres Company Has Been Selected By a Group of New York Manufacturers to Offer Direct to the Consumer

Thousands of Dollars Worth of Stylish Seasonable Garments

Which Have Been Left on Their Racks Because of the Backward Season. The Landres Company Is Thankful for the Opportunity to Render This Service to the Women of Memphis and Vicinity.

The Prices Offered On the Dresses, Suits and Coats in This Great Sale Are the Same As Offered at Wholesale, Plus Freight and Nominal Commission.

NOTICE: The merchandise in this sale has been sent us by manufacturers who are anxious to turn it into cash. The manufacturers represented range from the most exclusive in America to makers of reputable popular priced garments. The ridiculously low prices at which this merchandise is offered will naturally cause suspicion as to its quality. We have accepted merchandise only from manufacturers of unquestioned integrity. You have the double guarantee of the manufacturers and the Landres Company that each garment is as represented.

DON'T LET THE LOW PRICES MAKE YOU SKEPTICAL

Dresses \$10.85

Here are stylish—really beautiful—new dresses, of satin, taffeta, tricotine, serge and jersey, in many different styles. Embroidered, beaded and braid trimmed. Some of these dresses have been taken from our own stock and reduced \$10 to \$15 to meet the prices offered by this manufacturer. The manufacturer is willing to take a big loss and has consigned them to us with instructions to sell at this low price. An inspection is necessary to really appreciate this remarkable dress value.

Dresses Made to Retail to \$25.00.

Come and Compare

DRESSES

In this great outlet sale are offered dresses of all wool, velour, velour checks, tricotine, serge and satin of the kind you would expect to pay \$30 for, at... **\$13.85**

DRESSES

You want to be sure to see this group of dresses of tricotine, velour, twill back velvet, satin and mignonette. Here are dresses fit for any occasion and are of actual values up to \$65... **\$24.85**

DRESSES

Out of the many dresses sent us by the manufacturers we have selected a most charming group of dresses of tricotine, velour, charmeuse, satin and combinations that are actually values up to \$40. Through our arrangements for this Outlet Sale we can let them go at... **\$19.85**



S Look at the price. In your mind's eye figure the average suit you would expect to buy at the price. Then come to this sale and compare. Here are fur-trimmed suits of velour de laine, silvertone, tinseltone, velour superior and mixtures. They are all silk lined and fashioned in modes to please the miss or matron. This price is only made possible by the fact that the manufacturers are determined to move their stocks through us.

Values \$40, \$45
\$50 to \$65
\$29.85

S We have on display many other groups of Suits—all greatly underpriced, ranging from popular priced garments to the productions of the most original and exclusive manufacturer in America.

Come and Compare

Coats

At this price an inspection will show you Coats of the exact kind that have been sold in Memphis up to \$45. Backward business and cancellations hit the manufacturers hard and that's why such a value as this is possible now. These are all smart, stylish Coats for the juniors, the miss and the matron in a wide variety of styles.

\$27.85

COATS

Here are good, practical Coats. Only forty of them in the lot. They sold last year for \$15 and more. Early shoppers will get the best selection.

\$5.85

COATS

Here are full-lined and interlined Coats—some with fur collars. They are odds and ends, arranged in a group to sell at this price, and their actual value is \$30 per garment.

\$10.85

Don't Let the Low Prices Make You Skeptical

We have on display many other groups of Coats—all greatly underpriced for this big sale. They range from the handsome productions of America's most exclusive makes to the popular priced garments.

IMPORTANT

Arrangements have been made with the manufacturers whereby we can extend the same liberal selling plan of a small cash payment and the balance by Jan. 1st, 1921. Garments delivered at time of purchase.

